

## Aprima Client Server Pricing

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| <b>Contact:</b>                              |  |
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| <b># of years in business: current brand</b> | 12 years   |
| <b>Product</b>                               | PRM 2009   |
| <b>Version (2007 CCHIT minimum)</b>          | 2008 (CCHIT 2011 testing in June)  |
| <b>Business Model</b>                        | Client Server & Application Service Provider (ASP)                               |
| <b>Average time of implementation</b>        | 60-90 Days   |
| <b>System Features (all electronic)</b>      |  |
| Order Entry (lab/radiology)                  | Yes  |
| e-Prescribing                                | Yes  |
| System Reporting on Pt Data                  | Yes  |
| Results Reporting from lab/rad               | Yes  |
| Patient Portal                               | Yes  |
| <b>CLIENT SERVER PRICING</b>                 |  |
| <b>Software Licensing</b>                    | \$4,781/physician; \$2,868/mid-level (Reg. \$5,312/physician; \$4,187/mid-level) |
| Licensing (per MD, DO, NP, PA)               | Per provider.  |
| <i>Renewal required?</i>                     | No   |
| <i>Frequency?</i>                            | N/A  |
| <i># of staff included</i>                   | All staff are covered for licensing.   |
| <b>EHR Template Customization</b>            | \$1,000 per physician for full-EHR content build                                 |
| <b>Training</b>                              | See below.   |
| <i>Trainer</i>                               | \$1,000 per day onsite; Webex \$400 per 4 hour session                           |
| <i>Implementation</i>                        | \$1,000 per day onsite; Webex \$400 per 4 hour session                           |
| <b>Practice Management Interface</b>         | Tier One \$3,000; Tier Two \$6,000   |
| <b>e-Prescribing Interface Setup</b>         | \$200 per provider   |
| <i>e-Prescribing Ongoing</i>                 | No ongoing fees for electronic Rx transactions                                   |
| <b>Lab Interface Setup</b>                   | No charge for Quest or Labcorp; Other 3rd party labs are priced up to \$6,000    |
| <i>Lab Ongoing</i>                           | Labcorp and Quest \$500 per year. Other 3rd party labs 20% maintenance           |
| <b>Radiology Interface Setup</b>             | \$3,000-\$6,000 (Depending on text reports or full PACs integration)             |
| <i>Radiology Ongoing</i>                     | 20% of interface cost  |
| <b>Support</b>                               |  |
| <i>Frequency?</i>                            | Monthly  |
| <i>Support provided via:</i>                 | Phone/email/Web  |
| <b>Maintenance</b>                           | Maintenance is 15% of the list price license. Support is \$50/month/provider.    |
| <b>Upgrades</b>                              | Yes  |
| <i>Training for upgrades?</i>                | Included   |
| <b>Hardware &amp; Peripherals</b>            | Offer remote hosting for \$150 per month per provider                            |
| <i>Server</i>                                | N/A  |
| <i>Workstation</i>                           | N/A  |
| <i>Monitor</i>                               | N/A  |
| <i>Other (please specify)</i>                | N/A  |
| <b>Demographics Conversion</b>               | \$2,500  |
| <b>Other 3rd party products</b>              | ICS Scanner and OCR Software \$1,620   |

### List any and all other costs associated for your product:

Patient Education Advisors - \$200 per year per provider; Drug interaction database with dosing - \$175 per year per provider; Procedure, Diagnosis and HCPCS updates - \$200 per year per provider; Aprima Practice Management (If purchased with EMR) - \$3,188 per physician; \$1,913 per mid-level

### List any other unique features for your product:

Chief Complaint Driven - Follows natural doctor patient flow vs. template restrictions; handles multiple symptoms quickly; Adaptive Learning - Naturally learns each physician's assessment/plan. Removes standard implementation process of template development; Intelligent Navigation - Displays clinically relevant findings vs. drop-downs, pop-up windows, tree/ladder navigation; Replication - Allows offline application access with asynchronous replication; True single database application - Allows seamless EMR and PM workflow